

## Copper Communication Facilities Usage in the IP Transition

### Wholesale and Interconnection: Sonic

- Sonic
  - Founded in 1994
  - Headquarters in Santa Rosa, CA
  - 400+ employees
  - Tens of thousands of customers, almost all in California
  - Current focus – Fiber to the Home and Fiber to the Business
    - 25% of our customers are on Sonic-owned fiber
- How we got here - Platforms
  - Started as a dialup ISP
  - DSL-based services on ILEC DSLAMs
  - Deployed equipment in Central Offices, copper last-mile with UNE-L
  - Significant fiber investment in cities like San Francisco, Albany, Berkeley, Brentwood, Sebastopol, Santa Rosa, and more
- Issues with fiber deployment
  - Poles
    - Many are pending replacement or reinforcement
    - Loading and available space issues

- Long timeframes for fielding, license to attach
- Conduits
  - Long inspection timeframes for path investigation, cable placement
  - “Fully occupied” structure
- Permits
  - Often require significant negotiation, especially for city-scale projects
  - Take a long time to acquire
- Why is copper still critical?
  - Time to market – delivery in days, not months/years
  - Compelling speeds
  - Long history of reliability
  - Revenue base to allow investment in fiber
- Sonic’s network and the IP Transition
  - 100% IP core, since day one – no legacy TDM infrastructure
    - ...except at the edges, as required to interconnect with ILECs
  - Yet, a big consumer of copper communications facilities / UNE-L